ARMY SERVICE STRATEGY PANEL (ASSP)

"THE UGLY"

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"THE UGLY"

AGENDA

- PROGRAM - WORLDWIDE TRANSLATORS/LINGUISTS
- STAGE OF PROCUREMENT
- GETTING STARTED
- GETTING TO THE ASSP
- APPROVAL
- LESSONS LEARNED

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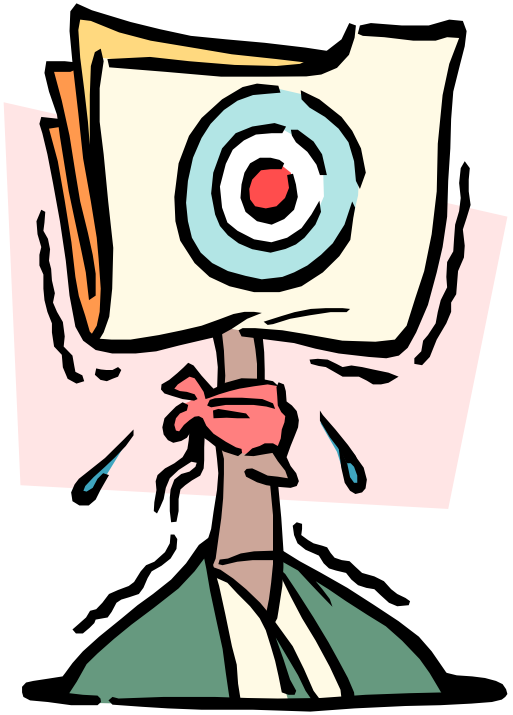
- **OPERATION IRAQI FREEDOM CONTINUES**
- **LINGUIST SUPPORT FOR SOLDIERS CRITICAL**
- **SOLICITATION WAS IN REVIEW FOR RELEASE (~$1.9B)**



LIVES ARE AT STAKE!

SOLDIERS WILL DIE!!

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NOVEMBER 03 (CONTINUED)

- RECEIVED DRAFT AFARS 37.5 FOR SERVICE ACQUISITIONS
- CONTACTED ACA POC FOR GUIDANCE IN PREPARING THE ACQ STRATEGY DOCUMENT (ASR) FOR DASA (P&P) APPROVAL

WHERE DO WE GO?

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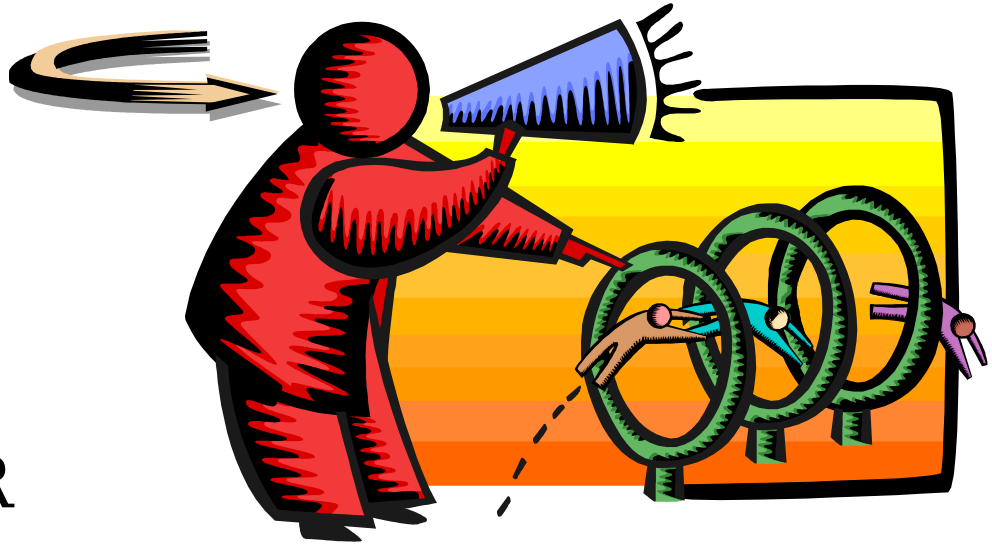
NOVEMBER 03 (CONTINUED)

- ACA POC VERY HELPFUL –
- **HOWEVER** THEY DIDN'T KNOW WHAT THEY WANTED - WOULD KNOW A GOOD ASR IF THEY EVER SAW IT

KATHY LOVE



JUMPING THROUGH HOOPS

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NOVEMBER 03 (CONTINUED)

- **SOLICITATIONS >$500M REQUIRE DASA (P&P) APPROVAL**
- **>$2B USD (AT&L) REQUIRES ADVANCE NOTIFICATION TO DETERMINE OSD SPECIAL INTEREST**

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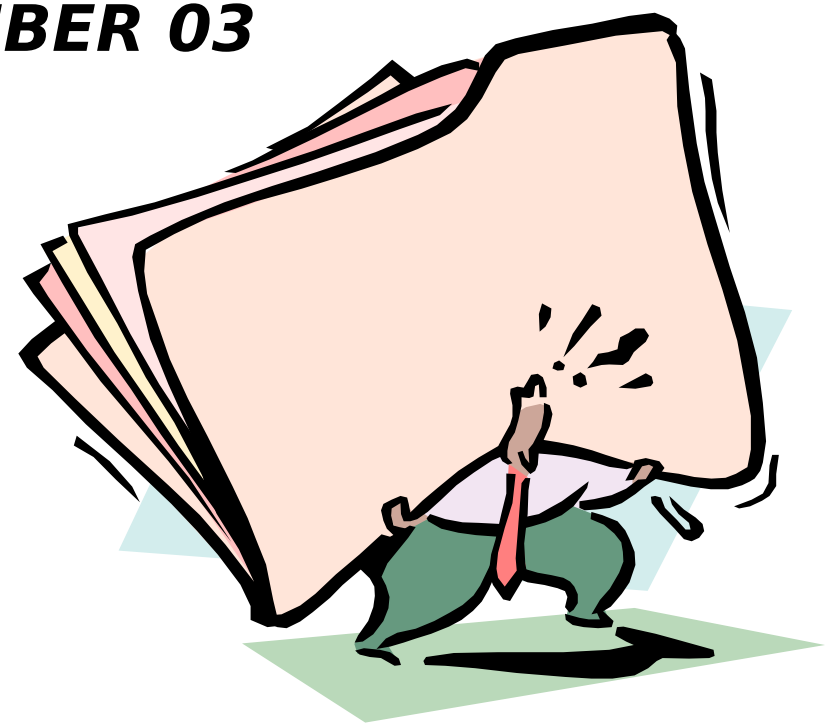
DECEMBER 03

- CURRENT LINGUIST CONTRACT ENDS 30 SEP 04
- NEW CONTRACT MUST BE AWARDED NLT TWO MONTHS PRIOR TO 30 SEP 04
- RECEIVED MORE ASSP RECOMMENDATIONS
- PREPARED FOR ASSP
  - COORDINATED WITH ACA POC AND DASA(P&P) STAFF
  - COORDINATED WITH SBA PCR AND ARMY SMALL BUSINESS OFFICE
- CHRISTMAS IS COMING!!



HEAVY WORKLOAD CONTINUES

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JAN – MAR 03

- RECEIVED MORE INSTRUCTIONS/ DIRECTIONS
- ASSP – LATE JAN 04

  - ACQ STRATEGY NOT APPROVED

  - NEEDED BUNDLING ANALYSIS
- REVISED ACQ STRATEGY WITH ABBREVIATED BUNDLING ANALYSIS

THE CLOCK IS RUNNING/ STRESS IS BUILDING

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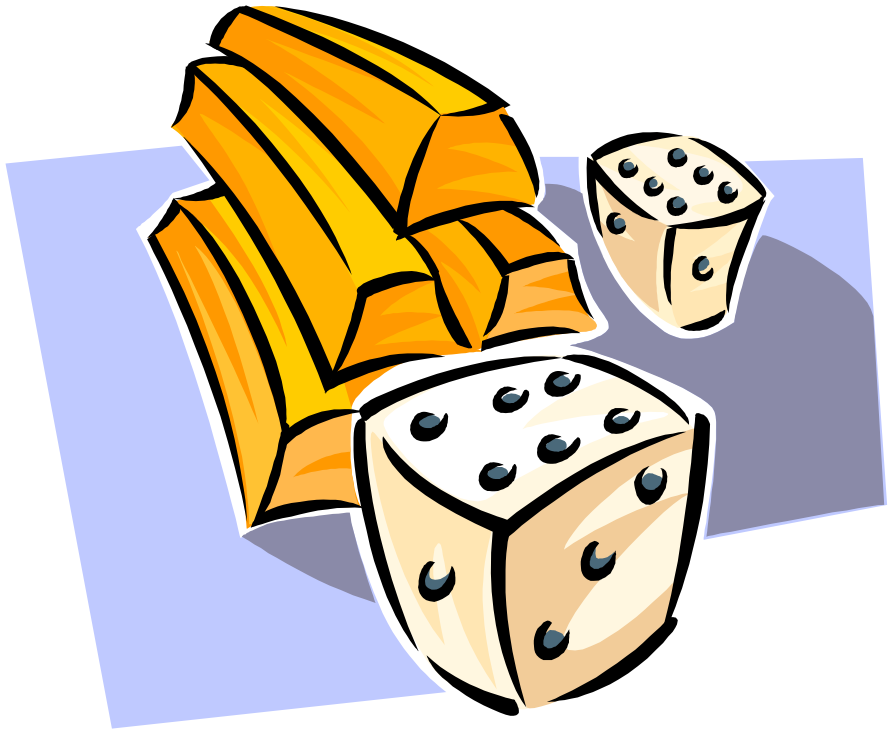
ACQUISITION STRATEGY APPROVED IN MAR 04

"THE UGLY"

- **LESSONS LEARNED**
  - **ASSP IS LONG & PAINFUL PROCESS**
  - **THE PROCESS MUST START EARLY**
  - **SMALL BUSINESS BUY-IN IS CRITICAL**
  - **<u>ALL</u> ISSUES MUST BE RESOLVED PRIOR TO THE ASSP**



STARTING LATE IS A GAMBLE